

U.S. General Services Administration

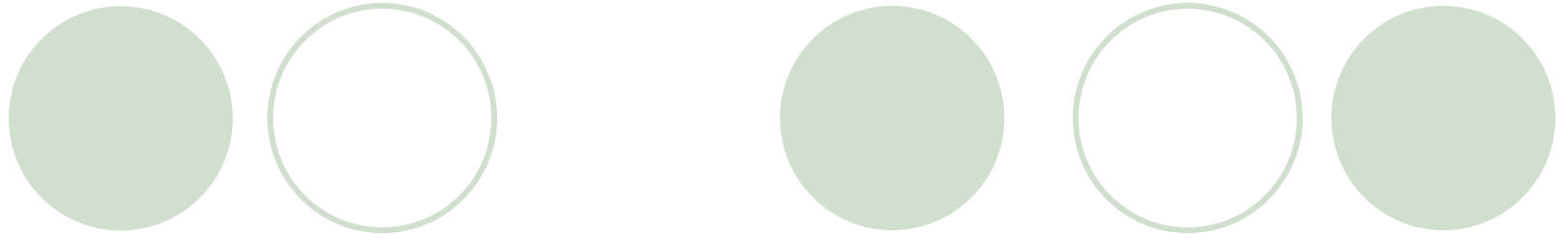
Because our Business is
Changing Lives...

*It's Never
"Business-as-Usual"*

Jan Hynson

UNICOR/FPI



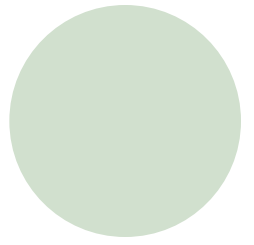
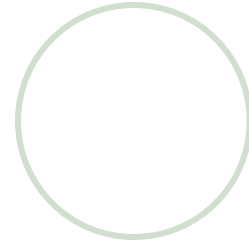
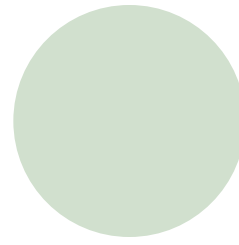
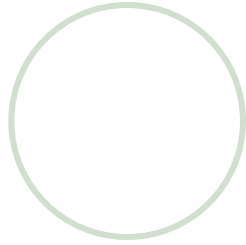
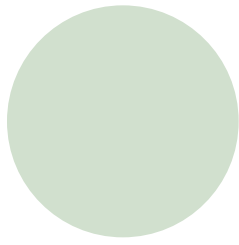


What's your role?

Contracting?

End-User?

Gov't. Credit Card Purchaser?



**WHAT DO YOU KNOW
ABOUT
UNICOR?**

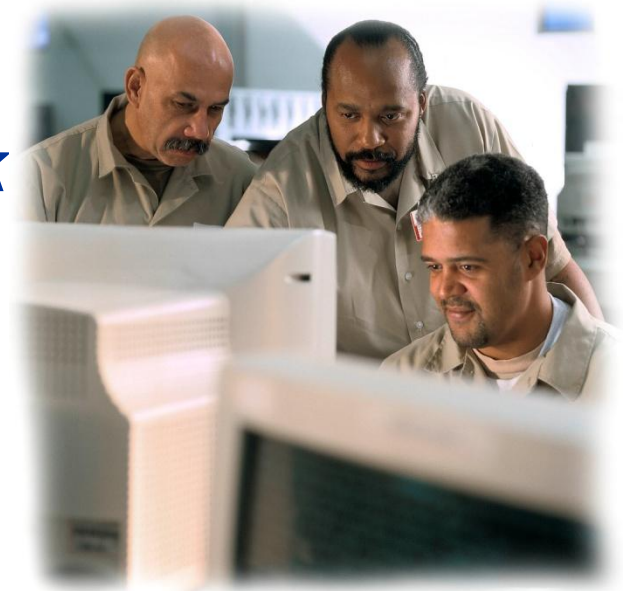
What's UNICOR's Role?

- We've been rebuilding lives for over 77 years...
 - A government program that **WORKS**
 - We provide job and life skills training inside prison so that former offenders will succeed on the "outside"

Simply Stated...To Rebuild Lives!

For offenders who want to take personal responsibility for their lives, we teach the most valuable skill of all... ***How to work***

- ~ the value of earning a paycheck***
- ~ pride in a job well done***
- ~ hope for the future***





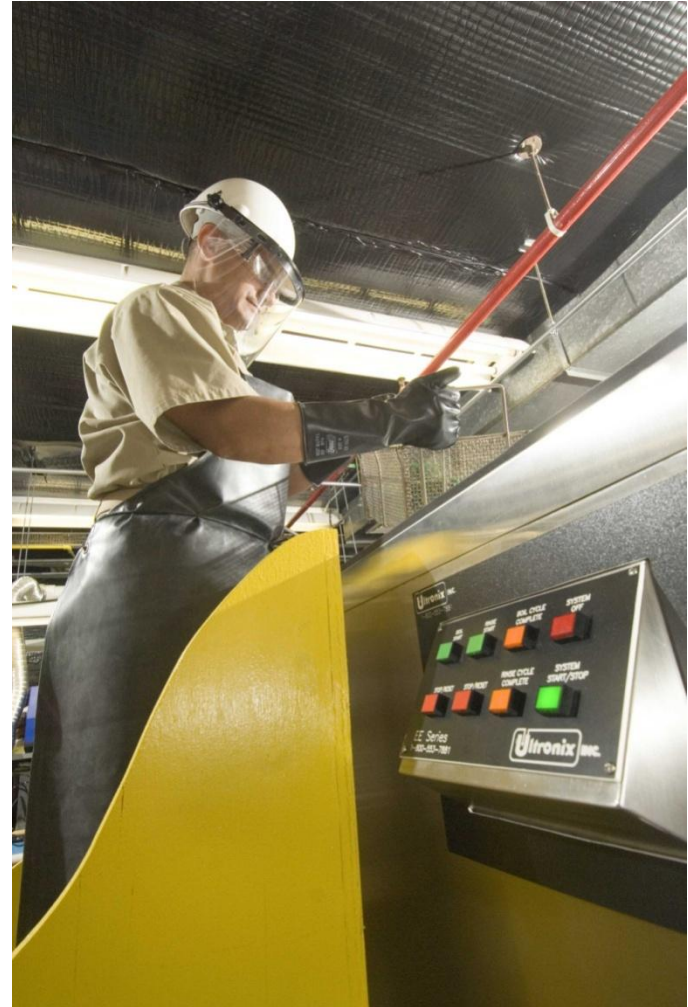
Why ?

Today's Realities

- By the time you leave this session... *5 more federal offenders will be released from prison*
- They may become *your neighbors*
- The kind of neighbors they become will likely be *influenced by the experiences, life skills and marketable jobs training acquired in prison*
- 2.5 million people are incarcerated in the USA *and 98% will, one day, be released*

UNICOR's Far-Reaching Benefits

- Federal offenders
- Families and victims
- Society
- Taxpayers
- The Economy
- Safety and security



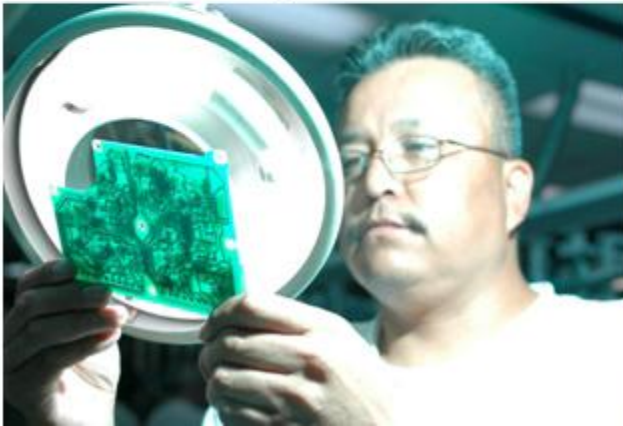
Early Prison Industries



The Right Perspectives

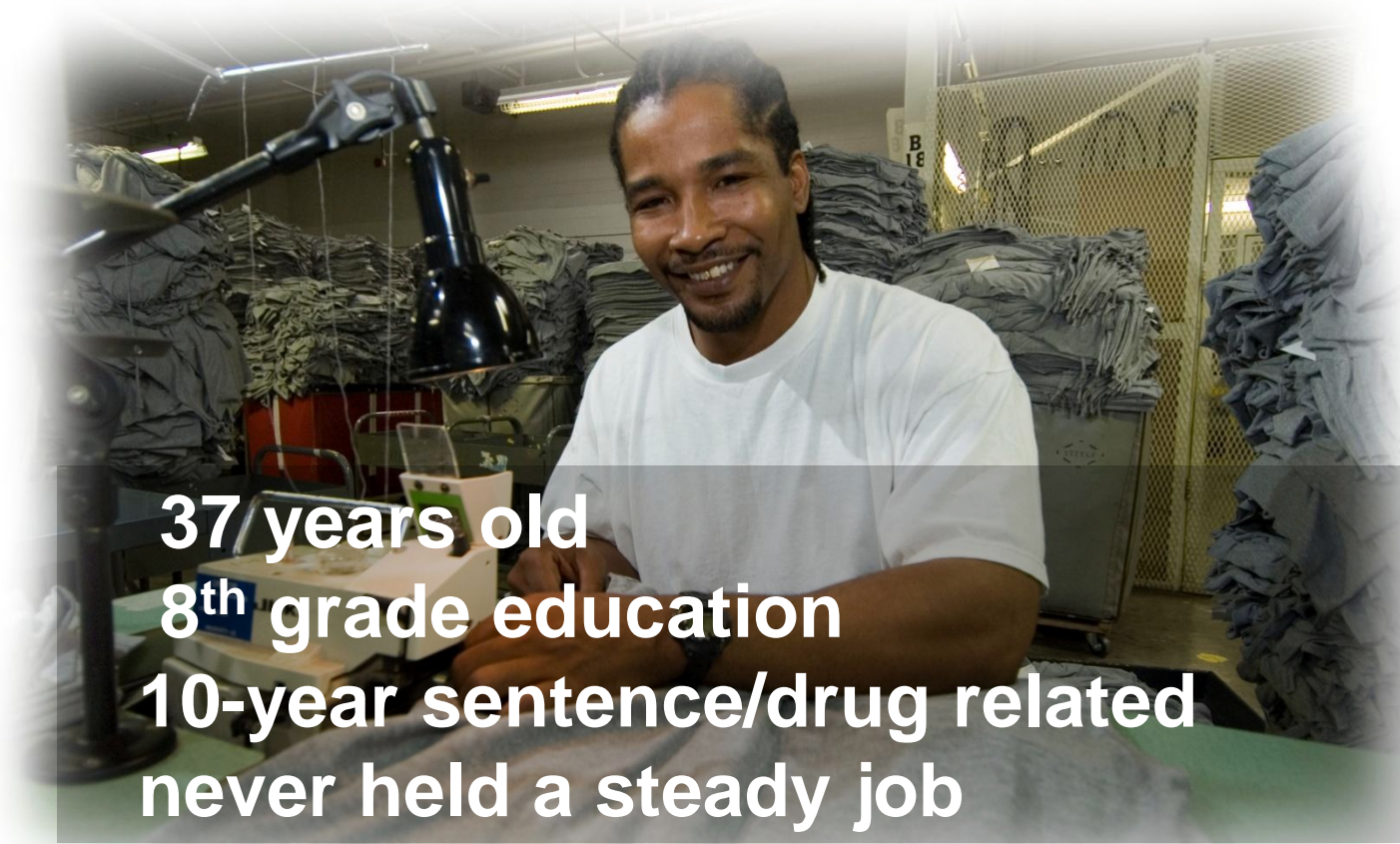
- FPI's founding fathers intuitively knew that ***if you treat a person in an inhumane way, nothing good will come of it***
- Incarceration, alone, does not rehabilitate offenders
- Entering UNICOR: **Day 1 begins a journey toward reentry success**

Today's Prison Industries



***Today's Inmate workers produce hundreds of products and services
While adhering to increased educational and social demands.***

The Average Offender...



37 years old
8th grade education
10-year sentence/drug related
never held a steady job

Without **YOU** UNICOR Would Not Succeed!

YOUnicor!



Long after your order is received and delivered, your procurement dollars continue to do great things!

Every Cent Goes Back into the Economy



76 cents –
Raw Materials
(54% to SB)



20 cents –
Staff Pay



4 cents -
Offender
Pay



There's No Place Like Home !

UNICOR purchases raw materials, equipment, services, supplies from [America's small businesses](#), including:

- Minority-owned, Disadvantaged, Women-owned enterprises

UNICOR leads the Government in its small business purchasing:

- FY 2010: More than 76% of revenue spent on private sector purchases; 54% derived from small business

More than twice the SBA's goal for federal agencies

The background of the slide is a stylized American flag with red and white stripes and a blue field with white stars.

Buy UNICOR ~ Buy American!

MADE in the USA!

U.S. Dollars

=

US

U.S. Products

Jobs

Saved



QUESTION:

What does Congress allocate each year to support the UNICOR Program?

- A \$600 million
- B 80% of UNICOR's operating costs
- C zero



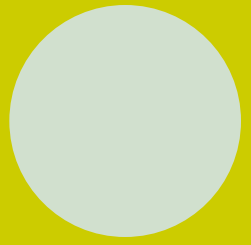
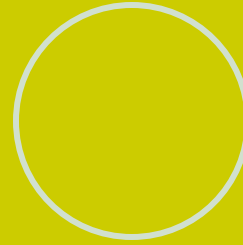
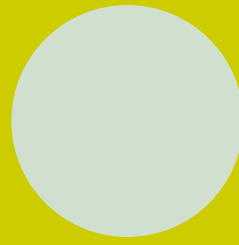
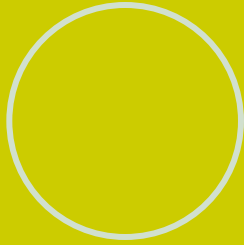
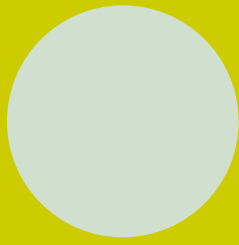
ANSWER: ZERO

UNICOR SAVES TAXPAYER \$\$!

- Self-supporting
- \$2.5 million annually contributed from offender pay toward court-ordered fines, victim restitution, family support

Okay, So... What's the Trade-Off?

- **YOU NEED NOT COMPROMISE!**
- Environmentally-conscious
- **Proven results and stability**
- *Hassle-free purchasing is critical*
- **UNICOR knows it must “walk the talk!”**
- Uncompromised quality and performance



QUESTION:

Under the Federal Acquisition Regulation, UNICOR's performance is rated:

- ☐ A Against private sector standards.
- ☐ B Against mandatory supplier standards.
- ☐ C As “satisfactory,” unless documentation indicates otherwise.

A *Against same standards as the private sector*

- Rigorous performance testing to **meet or exceed industry standards;**
- A robust **SAP** manufacturing system
- **ISO 9001:2000/2001 certified** factories
- **Lean Six Sigma** methodology to improve efficiency, reduce waste
- **R2 certification** of recycling factories underway
- **Board resolutions** reinforce **your** needs
- *prices must be equal / lower than private sector*

Premier Business Alliances!



Nightingale



UNICOR Supports the War Fighter



Proud to provide our soldiers:

- ~ Army Combat Uniforms
- ~ Physical Fitness Trousers
- ~ Extreme Cold Weather Gear
- ~ Body Armor
- ~ Ammo Cases

Let's Recap



- UNICOR rebuilds lives
- Numerous Socio-economic Advantages
- Support to Small Business/Made in USA
- QAssurance/Practices = to Private Sector
- Business Relationships with Key Sources
- Zero Cost to Taxpayers
- Strengthened by our Core Values

Strengthened by our Core Values

INTEGRITY

RESPECT

CORRECTIONAL EXCELLENCE



We **ARE** Government (BOP/DOJ)

We **KNOW** Government

Held to a **STRICT CODE** of **ETHICS**

We have been around for over **77 YEARS**

We **EARN** the public's **TRUST** every day

HIGHEST STANDARDS of business
practices

Some Rules, Regs & Guidelines to “Demystify”

- **Mandated Purchasing Priorities**
- **DoD and Civilian Agency-Specific**
- **UNICOR Mandatory Source**
- **Environmental Executive Orders**
- **UNICOR Board Resolutions/Directives**
- **Exceptions to the Norm**
- **Market Research vs. Comparability**

Purchasing Priorities



- ***18 USC; FAR 8.6***
- ***UNICOR's mandatory source provision remains effective, however...***
- The manner in which it is applied has changed.
- The procurement guidelines differ somewhat between DoD and civilian agencies.



Office of the Attorney General

Washington, D.C. 20530

October 14, 2010

MEMORANDUM FOR HEADS OF DEPARTMENT COMPONENTS

FROM: THE ATTORNEY GENERAL

SUBJECT: Federal Prison Industries

The purpose of this memorandum is to express my strong support for the Federal Prison Industries program (FPI or trade name UNICOR), an important Justice Department program. I ask you to support this critical program by encouraging your staff to purchase FPI products and services to the greatest extent practicable in accordance with the Federal Acquisition Regulation (FAR).¹

Through the outstanding work of the investigating and prosecuting components of the Department, we yield thousands of successful cases each year, resulting in continued growth of the federal prison population. Our responsibility to society does not end when the prison gates close, however. For the more than 37,500 people who work in our federal prisons around the country, that is when the work begins. All of us in the Department of Justice are committed to supporting prison programs, for we all have a stake in the outcome. We must help offenders change the course of their lives such that they leave prison with a commitment to becoming law-abiding, tax-paying members of our community, and with knowledge and skills that will support that objective.

The bottom line is that Federal Prison Industries is an integral part of our efforts to keep Americans safe. As an initial matter, FPI is a critical component of the Department's reentry efforts. FPI provides job skills training to inmates confined in our federal prisons around the country through the production of market-quality goods and services. Research has demonstrated that inmates who participate in FPI are 24 percent less likely to commit crimes and 14 percent more likely to be employed after release, when compared to similar inmates without FPI experience. Additionally, FPI is vital to the safety and security of federal prisons: by keeping a large number of inmates constructively occupied, FPI reduces inmate idleness and the violence and disruption that often accompanies such inactivity. FPI helps make prisons safer for both staff and inmates. Finally, beyond helping the Department with reentry and prison management, FPI supports the Department's efforts by purchasing 54 percent of its raw materials

Civilian Agency Purchasing

- **Section 637 of the Uniform Commercial Code requires that...**
- Prior to purchase, market research will be performed to determine comparability in terms of **price, quality, time of delivery.**
- The agency's contracting official determines comparability.
- If comparable, the item is purchased from UNICOR or a waiver may be requested.
- If not comparable, competitive procurement procedures are initiated and UNICOR must be given the opportunity to submit its offer.

DoD Agency Purchasing

- ***Purchases made by DoD agencies are subject to additional considerations***
- **Competitive Procs. Vs. Market Research if UNICOR's Share of the DoD Market is greater than 5%**
- **UNICOR must be included in the solicitation process**
-
- **Sec. 811/819, 2003 Defense Authorization Act (10 USC 2410n)**
- **Sec. 827, 2008 Defense Authorization Act**

DoD Purchasing Exception

- o FSC 6532 - Hospital & Surgical Clothing
- o FSC 7230 – Draperies, Awnings, Shades
- o FSC 8420 – Underwear/Nightwear (Men's)
- o FSC 8470 – Armor, Personal

UNICOR Board of Directors Purchasing-Related Directives

- Purchasing Exemption under \$3,000
- Administrative Waiver based on price



Executive Order 13423

UNICOR Walks The Talk with over 25 years of Green Practices



Water-based Finishes



Electronics Recycling



Powder Coating Finishes



Solar Panel Production



Vegetable-based Inks



Fork Lift Remanufacturing



Textile Repair



How Can UNICOR Improve Your Purchasing Experience?

- Have you used UNICOR's website to purchase items?
- What others have you used?
- How does UNICOR's website compare?
- What have we missed that you need?

We Listened...We Listen

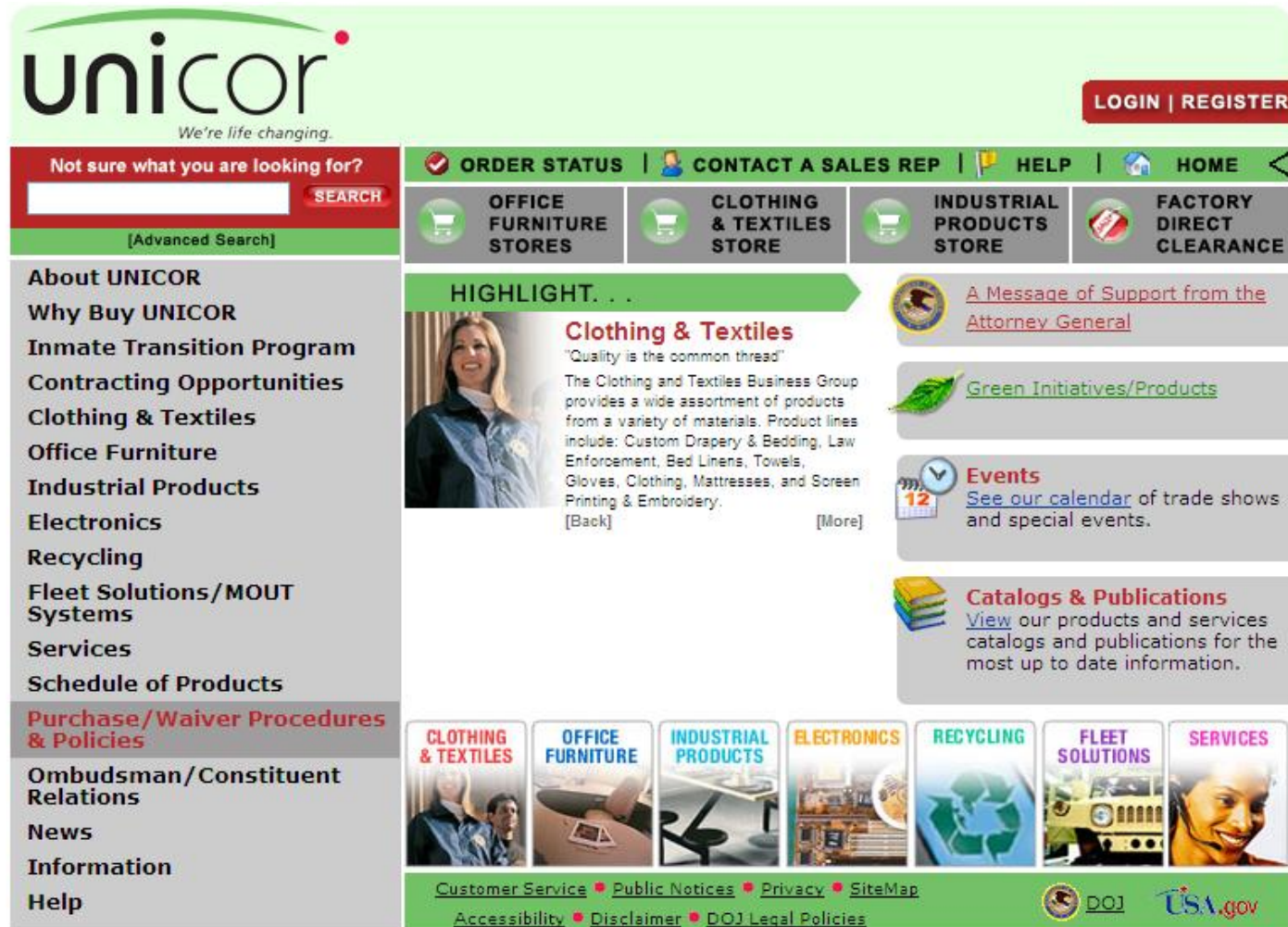
- Greater Navigation Ease
- Attractive Look & Feel
- More Responsive Site Performance
- Product Browsing Ease/Tell a Friend
- Task/Transaction Ease/Re-Order
- **Fair Performance is not Acceptable in Today's Competitive Environment!**

unicor.gov Hassle-Free!

- 24/7 ordering and tracking
- “Green” product designations
- Faster On-line inquiry/response
- Improved “Look & Feel”



Former Home



The screenshot shows the UNICOR website homepage. The header features the UNICOR logo with the tagline "We're life changing." and a "LOGIN | REGISTER" button. Below the header is a navigation bar with links for "ORDER STATUS", "CONTACT A SALES REP", "HELP", and "HOME". A search bar is located on the left side of the navigation bar. The main content area is divided into several sections. On the left is a sidebar with a list of links: "About UNICOR", "Why Buy UNICOR", "Inmate Transition Program", "Contracting Opportunities", "Clothing & Textiles", "Office Furniture", "Industrial Products", "Electronics", "Recycling", "Fleet Solutions/MOUT Systems", "Services", "Schedule of Products", "Purchase/Waiver Procedures & Policies", "Ombudsman/Constituent Relations", "News", "Information", and "Help". The main content area features a "HIGHLIGHT" section with a "Clothing & Textiles" article, a "Green Initiatives/Products" section, and an "Events" section. There are also links to "Catalogs & Publications". At the bottom, there is a row of six small images representing different product categories: "CLOTHING & TEXTILES", "OFFICE FURNITURE", "INDUSTRIAL PRODUCTS", "ELECTRONICS", "RECYCLING", and "FLEET SOLUTIONS". The footer contains links for "Customer Service", "Public Notices", "Privacy", "SiteMap", "Accessibility", "Disclaimer", and "DOJ Legal Policies", along with the DOJ and USA.gov logos.

unicor
We're life changing.

LOGIN | REGISTER

Not sure what you are looking for?
 SEARCH
[Advanced Search]

ORDER STATUS | **CONTACT A SALES REP** | **HELP** | **HOME**

OFFICE FURNITURE STORES | **CLOTHING & TEXTILES STORE** | **INDUSTRIAL PRODUCTS STORE** | **FACTORY DIRECT CLEARANCE**

HIGHLIGHT . . .

Clothing & Textiles
"Quality is the common thread"
The Clothing and Textiles Business Group provides a wide assortment of products from a variety of materials. Product lines include: Custom Drapery & Bedding, Law Enforcement, Bed Linens, Towels, Gloves, Clothing, Mattresses, and Screen Printing & Embroidery.
[Back] [More]

A Message of Support from the Attorney General

Green Initiatives/Products

Events
See our calendar of trade shows and special events.

Catalogs & Publications
View our products and services catalogs and publications for the most up to date information.

Purchase/Waiver Procedures & Policies

Ombudsman/Constituent Relations

News

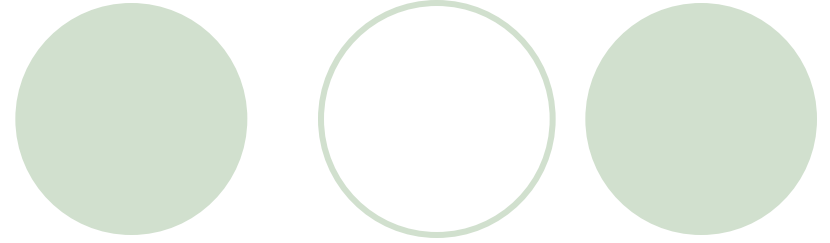
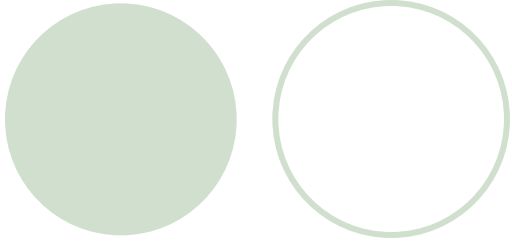
Information

Help

CLOTHING & TEXTILES | **OFFICE FURNITURE** | **INDUSTRIAL PRODUCTS** | **ELECTRONICS** | **RECYCLING** | **FLEET SOLUTIONS** | **SERVICES**

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DOJ | **USA.gov**



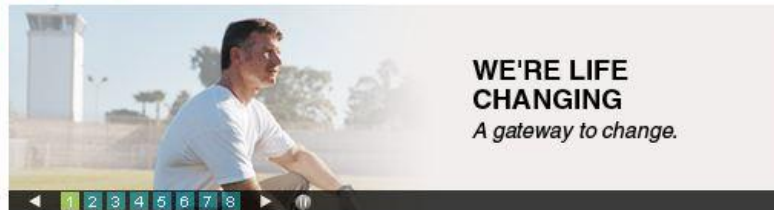
UNICOR

Not sure what you are looking for?

[\[Advanced Search\]](#)

- About UNICOR >
- Purchasing from UNICOR >
- Schedule of Products
- Waiver Procedures & Policies
- Doing Business with UNICOR
- Inmate Training Programs >
- Clothing & Textiles >
- Office Furniture >
- Industrial Products & Storage >
- Electronics & Components >
- Electronics Recycling >
- Fleet Solutions/MOUT Systems >
- Call Center Solutions
- Data & Document Conversion
- Printing & Bindery
- Warehousing & Distribution
- Solar & Renewable Energy
- News & Events >
- Contact Us

UNICOR Home



**WE'RE LIFE
CHANGING**
A gateway to change.

Bed, Bath, & Drapery

[Bed Linens](#)
[Mattresses](#)

[more >>](#)

**Data & Document
Conversion Services**

[Digitizing](#)
[OCR/Coding/Indexing](#)

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**Industrial Products &
Storage Solutions**

[Catwalks & Mezzanines](#)
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[Product/Order Fulfillment](#)
[Services](#)

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Call Center Solutions

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**Electronics &
Components**

[Cable Assemblies](#)
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Office Furniture

[Chairs & Seating](#)
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Renewable Energy**

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[Coats & Jackets](#)
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**Fleet Solutions/
MOUT Systems**

[Vehicle Upfit](#)
[License Plates](#)

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Optics & Eyewear

[Prescription Eyewear](#)
[Safety Eyewear](#)

[more >>](#)

**Signs &
Promotional Items**

[Signs & Decals](#)
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Made In America

Quality products and services, supporting domestic jobs & our nations economy.



[Reasons to buy from UNICOR](#)

**Green Inside
and Out**

Sustainable raw materials, environmental manufacturing, renewable energy products & recycling services.



Meet Sharon

"UNICOR gave me the opportunity to learn many things and change my life."



Catalogs & Publications

[View](#) our products and services catalogs and publications.



Events

[Click here](#) for our tradeshow calendar of events.



Not sure what you are looking for?

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Events/Tradeshows

Aug 27, 2011 - Aug 29, 2011

National Guard Association of the U.S.
(NGAUS) Milwaukee, WI [Show Link](#)

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For Industrial Products Tradeshows

Why Buy UNICOR

[Air Filtration](#)

[Storage Solutions](#)

[Fencing](#)

[Food Services](#)

[Interior/Exterior Signs & Routed](#)

[Metal Beds & Lockers](#)

[Optics & Eyewear](#)

[Promotional Items](#)

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UNICOR Home > Industrial Products



Storage Solutions

[Metal & Wire Shelving](#)
[Cantilever & Pallet Racks](#)
[more >>](#)

Fencing

[Security Barriers](#)
[Fencing Fabrics](#)
[more >>](#)

Food Service

[Cafe Tables](#)
[Plastic Tableware](#)
[more >>](#)

Interior/Exterior & Routed Seals

[Safety Signs](#)
[Routed Seals](#)
[more >>](#)

Metal Beds & Lockers

[Lockers](#)
[Metal Beds](#)
[more >>](#)

Mezzanines & Catwalks

[Catwalks & Mezzanines](#)
[more >>](#)

Air Filtration



[more >>](#)

Optics & Eyewear



[more >>](#)

Promotional Items



[more >>](#)

Case Study

Next Generation Postal Container reduces bulk-mail shipping costs...



[Read More >>](#)

SHOP Online!

The Industrial Products Business Group is diverse; you will find a wide array of products and services.



[Shop Now >>](#)

Advanced Eye Protection Affordable & Stylish!

We offer an excellent selection of both non-prescription & prescription safety eyewear that is competitively priced...



[Read More >>](#)

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Events/Tradeshows

Jul 25, 2011 - Jul 28, 2011

2011 Prop Conference Erie, PA [Show](#)

[Link](#)

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For Recycling Tradeshows

Why Buy UNICOR

[Statement of Principles](#)

[Recycling Process](#)

[Accepted Items & Materials](#)

[Packaging Information](#)

[Vendor Registration](#)

[Environmental Compliance](#)

[Certifications & Permits](#)

[Refurbished Item Directory](#)

[Drop Off Centers](#)

[National Capital Recycling Center](#)

[Recycling Inquiry Form](#)

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[Catalogs & Publications](#)

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UNICOR Home > Recycling



CERTIFICATION & PERMITS

Clean up the past to clear up the future.

UNICOR's unique, full service recycling program is an integrated part of a national e-scrap solution. UNICOR's commitment to the environment extends to its vendors, who are required to sign no-landfill certifications, follow a restrictive export policy, and agree to site inspections.

Statement of Principles

[Statement](#)

[ISO-9001:2008 Certification](#)

Environmental Compliance



[more >>](#)

Accepted Items & Materials

[Accepted Items](#)

[Packaging Information](#)

Recycling Process



[more >>](#)

Certification & Permits

[Certifications](#)

[Permits](#)

Drop Off Centers



[more >>](#)

What's New

- Certified Facilities - R2 Certification, ISO-9001:2008 Certification

[See More >>](#)



Learn more

[Recycling Process](#)

[See Video >>](#)



National Capital Recycling Center

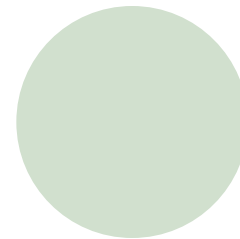
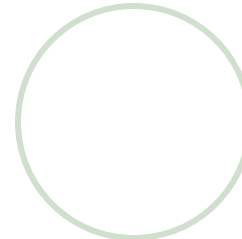
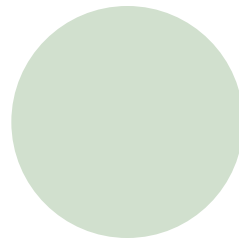
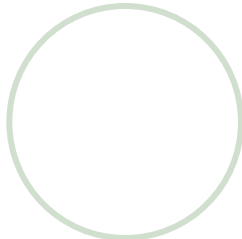
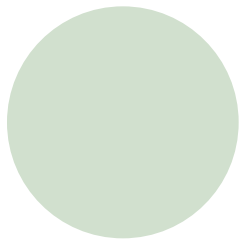
3601 Pennsy Drive,
Landover, MD
20785




Contact Janice Aragon
jaragon@central.unicor.gov or
Jimmie Randolph
jrandolph@central.unicor.gov

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We're life changing.

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Events/Tradeshows

Aug 16, 2011 - Aug 18, 2011
GSA SmartPay Las Vegas, NV [Show Link](#)
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For Corporate Tradeshows



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Waiver Procedures & Policies
Doing Business with UNICOR
Inmate Training Programs ▶
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Solar & Renewable Energy
News & Events ▶
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Contact Us

Customer Service <ul style="list-style-type: none">» Billing Inquiry» Mail/Phone» Request a Quote» Order Status	My Account <ul style="list-style-type: none">» How to Register» Forgot Password» Change Password» Order History» Ordering Options» Website Technical Assistance	Product Inquiries <ul style="list-style-type: none">» Request for Quote» Technical Help» Escape Proof Guarantee» Installation	FAQs <ul style="list-style-type: none">» Online Ordering» About UNICOR» Why Buy UNICOR
Ordering <ul style="list-style-type: none">» How to Order» Payment Options» Re-Ordering Items» How to Cancel Order» Tracking Shipments» Problems with Your Order» An Item is Missing» My Order Did Not Arrive» An item is Damaged/Defective	Payments & Billing <ul style="list-style-type: none">» Purchase Orders or Contracts» Invoices & Receipts» Billing Concerns» Using Government Credit Cards» Order Cancellation	Sales Rep Contacts <ul style="list-style-type: none">» Clothing & Textiles» Electronics» Fleet Solutions/MOUT Solutions» Industrial Products» Office Furniture» Recycling» Services	Ask UNICOR <ul style="list-style-type: none">» Business Opportunities» Education and Training Programs» Inmate Transition Program» Inmate Workers» Mandatory Source» Operations and Policies» Waiver Process» Other

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 Department Of Justice 



We're life changing.

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Events/Tradeshows

Aug 27, 2011 - Aug 29, 2011

National Guard Association of the U.S.
(NGAUS) Milwaukee, WI [Show Link](#)

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For Office Furniture Tradeshows

Why Buy UNICOR

See Collections

Accessories

Chairs & Seating

Desks & Workstations

Filing/Storage

Tables

Systems Furniture

View all Fabrics & Finishes

Request a Quote

Ordering

Schedule of Products

Catalogs & Publications

Contact Us

[UNICOR Home](#) > [Office Furniture](#) > [Desks & Workstations](#)

Desks & Workstations

Offers Desks & Workstations furniture lines that include credenzas, desks, work surfaces, transaction components and more. A variety of upper storage units that double as privacy screening can create individual work spaces within open office areas. Storage options include filing cabinets, wardrobes, and bookcases. Computer support furniture and conference tables round out the furniture lines to meet the varying needs of today's workplace.



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Utility Carts / Stands

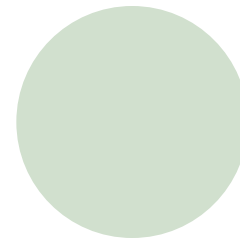
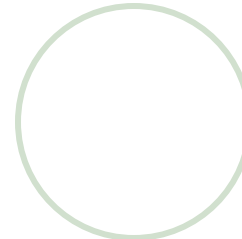
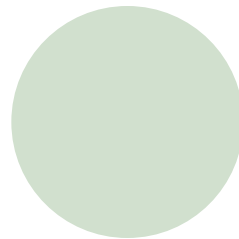
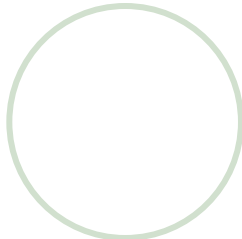
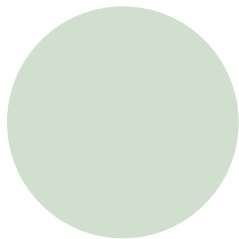
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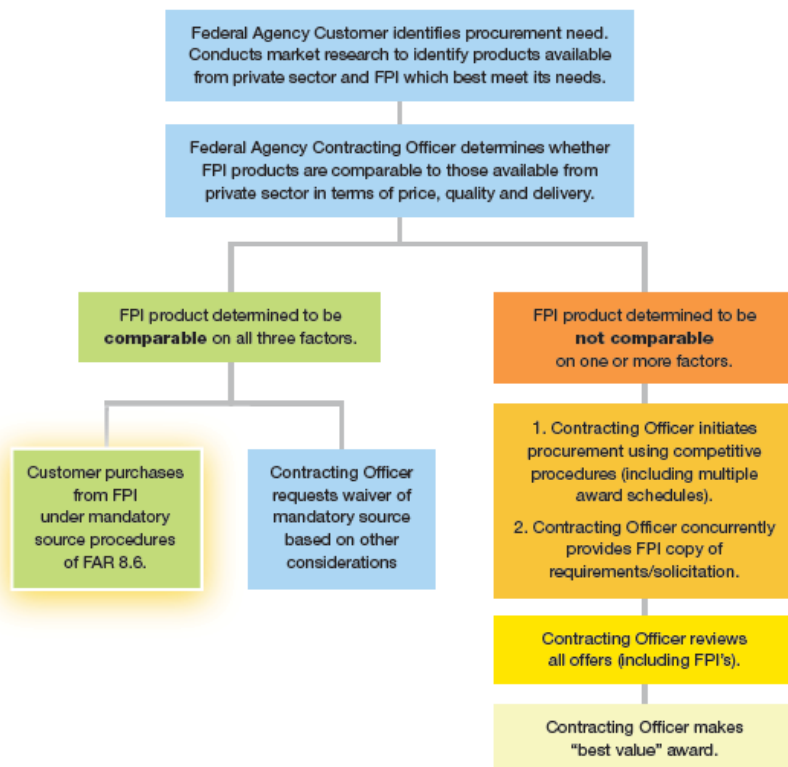
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Decision Path of Civilian Agency Procedures for Purchasing from FPI*

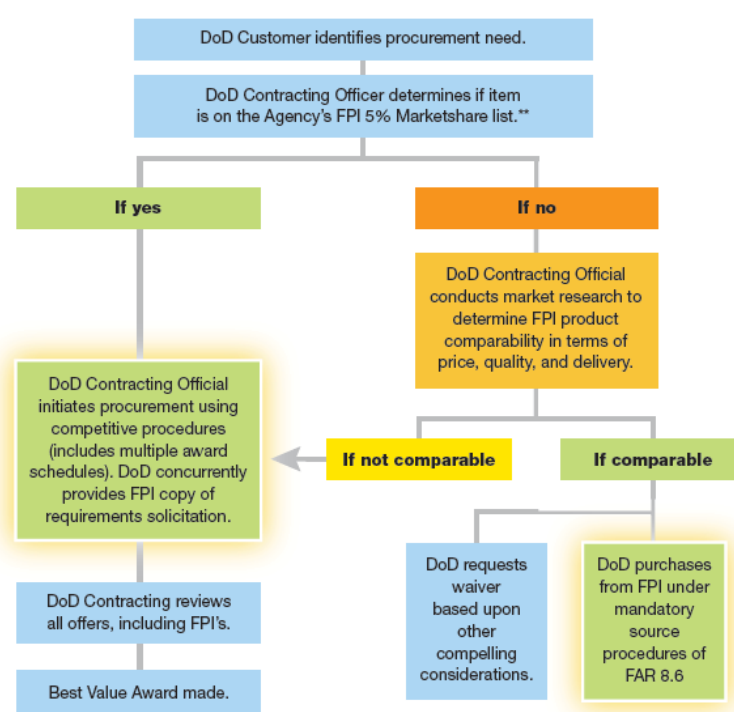


* Derived from:

• Sections 811/819 of the DoD Authorization Acts of FY 2002 and FY 2003, the Implementing regulation for DoD at 68 Federal Register 64559 (1/14/03); affecting 48 CFR Parts 208, 210, 219, and 252.

• Section 637 of the Consolidated Appropriations Act, 2005, modifying FAR 8.6 (1/3/06).

Decision Path of DoD Procedures for Purchasing from FPI*



* Derived from:

• Sections 827 of the National Defense Authorization Act for Fiscal Year 2008; Public Law 110-181 (effective 3/31/08)

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